

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### **HARDY MACHINE INC**

Delaware Valley Industrial Resource Center

#### **Hardy Machine Strives For Balance Between Work And Family**

##### **Client Profile:**

Hardy Machine, Inc. is a family owned and operated precision machine shop. Founded in 1957, the company offers a range of services including CNC Swiss turning, CNC multi-axis turning, CNC milling, and mechanical and electromechanical assembly. Located in Hatfield, Pennsylvania, the company employs less than 50 people.

##### **Situation:**

Hardy Machine, Inc. (HMI)'s president wanted to continue growing the company, but felt that the long hours and high levels of stress associated with his business were beginning to have adverse effects on his home life and health. The Delaware Valley Industrial Resource Center (DVIRC), a NIST MEP network affiliate, offered a solution that would allow the company to grow without overtaxing its leader.

##### **Solution:**

DVIRC meets monthly with HMI's president to develop a vision for the future of the company and implement strategies toward achieving that vision. In the past year, DVIRC has helped develop a new organizational chart, hire a new operations manager, and develop and implement a marketing strategy. DVIRC also provided training in quality management and root cause analysis. HMI and DVIRC continue to review key metrics and discuss strategies for improving those measures. With DVIRC's input and council, HMI's owner is able to balance work and life demands while still achieving success for his company.

##### **Results:**

Developed a clearer vision of how to grow the business and maintain a lifestyle that allows time for family activities.  
Increased sales and profitability by 12 percent.

##### **Testimonial:**

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